# Growth Trends in the Economy

THE American economy in the past 50 years has shown a remarkably persistent rate of growth. This long-term characteristic is best reflected by the course of the Nation's total production of goods and services, which has increased at an average rate of about 3 percent per year.

Indeed, since 1940 the rise in total output has been even faster—averaging 5 percent per year. This more rapid expansion represents the gains made from the immediate prewar years—when unemployment was substantial and total production was below the long-term trend-to the high activity period of recent years.

It is, of course, true that the long-term growth of the economy has been interrupted periodically by cyclical declines in business activity of varying amplitudes and duration. But each period of decline has been followed by a period of recovery which eventually brought total production to a

new high.

Furthermore, in every period some industries and products have shown exceptionally rapid production growth and their activities have contributed to the general upswing or have helped to restrict the decline. The bulk of American industry, however, cannot be classified as fast-growing, though many old-established industries have expanded and become vigorous through aggressive marketing and forwardlooking programs.

It is the purpose of this study to illustrate the wide divergences among industries and products in trends of output from the immediate prewar period to the present. Particular emphasis will be given to delineating the characteristics of the new fast-growing industries and products and to illustrating the trends in the old-established industries which

have continued to expand at a rapid pace.

The output of most industries in the postwar period has been greatly in excess of prewar rates. This was associated with population growth, much higher purchasing power, and hence greater demand for all types of goods and services, and with the very beavy investment in plant and equipment which brought substantial additions to the capacity to produce.

In this favorable economic climate, the output of many industries and products has, however, shown exceptionally rapid growth. These include a host of relatively new products, such as the "miracle" drugs and synthetic fibers, as well as a number of old-established ones, such as electric

power and cigarettes.

To further the development and marketing of new products, many firms are allocating an increasing proportion of their budget to industrial and scientific research and to product testing. In 1951, for example, direct outlays for such purposes by industry amounted to \$1.2 billion; in addition, nearly another \$1.5 billion was spent through Government-supported programs. This represents a substantial increase in expenditures for these purposes over the prewar rates. Thus, a steady flow of new discoveries can be depended upon and the associated work toward their application is rapidly being expanded.

Note.—Mr. Paradibo is the oppice of Business Economics' Child Statistician and assistant director: Mr. Hirt is a memder of the current business analysis unit of the oppice of business Economics.

As in the past, the fruits of industrial and scientific research. can be counted upon to contribute importantly to the Nation's growth in the period ahead. Also, the marketing of new products and improvement in the quality of old have resulted in real benefits to both producers and consumers.

Newly developed products display a variety of patterns in their market-life. Some do not seem to "catch on" and after an ephemeral life disappear from the market place. Others go through a rapidly growing phase after which the rate of growth diminishes. Still others maintain a strong growth over a long period of years, with no apparent diminution in the demand. Illustrations of divergent experiences covering the period of the last decade are shown in the chart.

For the new products which are successfully launched, rising demands are accompanied by expansion in invest-ment—in new plant and equipment and in inventories. As the demand catches up and exceeds the supply, new plants are built to increase the capacity to produce. The favorable demand and profit prospects in the new lines provide inducements for business entries into the new product field both in the production and distribution sectors. They further provide incentives for existing firms to add the new lines to complement their old ones. Many established companies have thus expanded by developing entirely new lines, in addition to improving the quality of their existing products and finding new and broadened markets for regular line

Consumers also benefit from the marketing of new or better quality products which add to the variety and enjoy-ment of available goods and services. The benefits increase as the efficiencies of rising production are passed on in lower prices, as has been demonstrated in many cases in recent

yenrs.

In view of the rapidity with which new products have been introduced in the recent period, and the fact that the demand for many of them is still in the expanding phase, it appears that, in the aggregate, they will continue to contribute importantly to total business activity in the near-term future.

## Divergence in trends of output

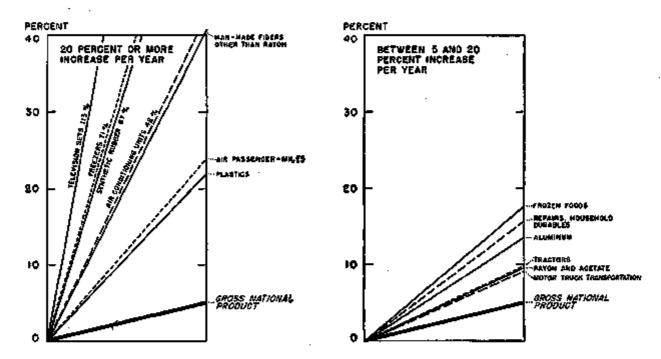
To illustrate the diversity of the production trends, data have been collected on specific industries and products, going back to 1900 where possible. Altogether, over 160 series were compiled. These are listed in an accompanying table.

It should be emphasized that the list is only a partial one. The particular items included serve to exemplify the wide range and character of recent production trends, with special emphasis on the growth rates of products which have been recently introduced and on the established fast-growing industries. Many industries and products, because of lack of data or for other reasons, have not been included.

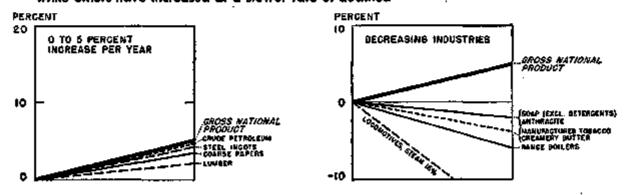
Because of the partial nature of the list, it excludes many items which are well known to be new and growing; it also excludes other items which have shown declining tendencies. For example, industrial applications of electronic devices and measuring and controlling instruments have made great strides in recent years. The growth in the use of these and other types of machines has been due in part to the greater accuracy of operations, better quality control, and to the

# Illustrations of production changes from 1940 to 1951 compared with the increase in total national output

Many industries or products have increased at a faster annual rate than total output , , ,



### while others have increased at a slower rate or declined



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cost-reduction possibilities which are offered by such new products. It has not been possible to examine the growth trends in many of these areas primarily because of lack of

In general, a number of basic characteristics were noted in the evaluation of the production movement of the selected

industries or products.

1. Some industries—such as cigarettes, electric power, telephone service, and motor truck transportation—continue to be fast-growing over long periods and are only moderately affected by business fluctuations.

2. Other industries show a very substantial response to depression and recovery forces but, after allowance for the influences of these forces, maintain a net upward growth. Examples of these industries are washing machines, electric

ranges, aluminum, and paper.

3. Some other industries go through a period of very rapid growth in their early stages of development, after which the rise in production and demand moderates; in some of these cases output may eventually stabilize or even decline. Examples of these latter industries are lumber and anthracite, where the long-term trends have been downward since the early twenties.

Many industries have been in production only in recent years and, consequently, are still in the phase of very rapid

development.

## Basis of classification

The selected industries have been classified in three broad groups-fast-growing, moderately or slowly growing, and declining, on the basis of their experience since 1940.

Most industries have shown very substantial growth since 1940, but much of this growth has been associated with the increase in total economic activity during this period. Consequently, in classifying the industries on the basis of their rates of growth or decline, it was necessary to take account of the effect of the growth of the total economy upon the trend of the particular industry.

A number of methods can be used to derive the "true" trend, but in the final analysis the particular method selected must rest, to some degree, on judgment. The classification shown in the list was based on the simplest possible approach to determine the trend—namely, the average annual rate of

change from 1940 to 1951.

As already indicated, the total physical output of the Nation increased in this period by an average rate of 5 percont per year. An arbitrary selection of the rapidly growing industries was made by including in the first group of the list only those items which had an average rate of increase of 7% percent or more per year; in other words, those which had increased by at least half again as much as total output over this period.

The middle group includes a selection of moderately and slowly growing industries—those having an average annual rate of increase from 0 to 7½ percent. The lower group includes industries showing actual declines in the period

Other methods of determining the trends and classifying the items, such as by least squares trend analysis or by a combination of trend and cyclical considerations, would produce different classifications. However, in any case, a majority of the items would fall within the groupings shown in the table.

The table shows the actual production for the years 1940, 1948, 1951, and 1952 (preliminary); also presented is the average annual rate of change for the period 1940 to 1951. A typical representation of the variety of trends over this period is portrayed in the chart.

## New and old products show fast growth

The group of fast-growing industries includes 60-odd items. The value of output of these goods and services, although the list is incomplete, is large—over \$40 billion in 1951, or four

times that of 1940.

Among the fast-growing industries are included both newly-developed industries of the past dozen years and the old ones which are still rapidly expanding. These industries cover all categories of durability-nondurables, durables, and services. Such fast-growing products as television sets, freezers, and clothes dryers are examples of consumer hard goods. Antibiotics and frozen foods are typical of the con-sumer nondurable goods group. Diesel locomotives and truck trailers are illustrative of producers' durables. Such items as synthetic rubber and man-made fibers illustrate the raw and semi-finished materials, while electric power and air transportation exemplify the services.

Over one-third of the items in the fast-growing group are new products; the remainder comprises old-established prod-

ucts which have continued to grow rapidly in the past decade.

For the 60-odd products which are included in the fastgrowing group, the weighted average increase has been 10 percent per year, with the rate of growth per year ranging from 7½ percent for washing machines to over 100 percent for antibiotics.

No attempt is made here to forecast the course of the fastgrowing industries in the next several years; nor has any attempt been made to predict the new markets which might eventuate in the future as a result of new discoveries and

applications.

Other sectors in which rapid expansion is indicated—particularly those influenced by such factors as the increase in the population and in the number of cars in use—are outside the scope of this analysis. Such growth possibilities would extend to the large demand for school teachers, schools, community facilities associated with growing suburban areas, and the expansion of the Nation's highway system.

## Relation of growth industries to cycle

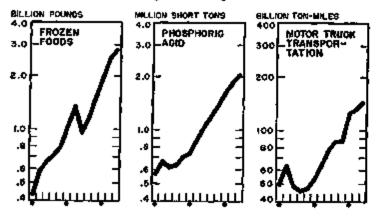
Past experience has indicated that, in general, the output of durable goods items has responded more markedly to business fluctuations than that of nondurables and services. For a comparatively new durable product, however, the growth forces have usually been more dominant, and a severe decline in business activity has tended to interrupt growth only temporarily. Among the new nondurable goods and services the growth has continued even under moderately adverse general business conditions. Thus, a general business ness decline would affect the demand for the fast-growing items in varying degrees, with the pattern of change being more moderate than that of the old-established products.

It should be noted that in 1951 and continuing through part of 1952, the output of some industries declined from 1950 even though total business activity continued upward. This was particularly true of many of the consumer durable products, including some relatively new items which had been fast-growing in the prior years.

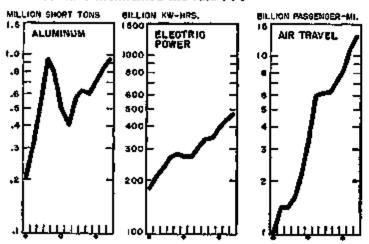
The 1951-52 reduced rates of output in these cases were associated with a number of special and temporary developments which followed the outbreak of hostilities in Korea in 1950. Among numerous other factors, these included the two buying waves following Korea; the imposition of credit controls; the diversion of many resources for military use;

# Growth rates in output have varied among the fast growing industries

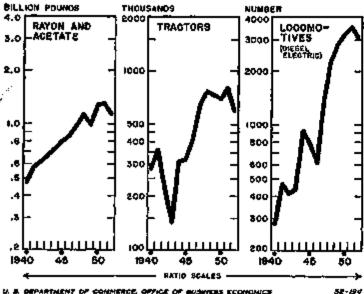
Since 1948 these industries have exceeded their 1940-51 average rate of growth . . .



### these have maintained the rate . . .



#### while these have slowed down



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and the uncertainties with respect to price movements. These factors had the effect of slowing down consumer purchases of many items relative to the level and direction of income. In the last half of 1952 production of most of these items was moving upward again as a result of the gradual wearing out of the effects of the buying waves and the more favorable development of the other factors.

## Most industries grow moderately of slowly

Practically all of the moderately- or slowly-growing prodnots shown in the list-those which increased by less than 7½ percent—are old-established. These include a wide range of goods and services with long established uses both for industrial and consumer purposes and comprise the major output of American industry. Some of the products which have grown at a slower rate than the national average growth are those which usually in the past have been relatively insensitive to changes in aggregate demand. Examples of these are salt, shoes, flour, scap, tobacco, and condensed milk.

Even in this period of substantial general economic growth of the past decade, the output of some industries and prodnots has shown declining tendencies. The table lists 17 of these cases. There are a number of reasons for these declining trends. Substitutions of products by more efficient, better quality or cheaper items have been important considerations in many cases; examples of these items are steam locomotives, which have been mostly displaced by the diesels; anthracite, which has been steadily losing out to competing fuels; and soap, which has declined as a result of some considerable replacement by the detergents. In other cases consumer tastes have changed with consequent shifts to other products. Thus, tastes have shifted from pipe smoking toward wider use of cigarettes, with the result that a decline has taken place in the output of manufactured tobacco.

## Contribution to economic activity

Of special interest is the impact of rapidly-growing products on the economy. As already indicated, the development and marketing of these products involve considerable outlays for new plant and equipment. In a special survey recently conducted by the Department of Commerce, many companies indicated their intentions to add to capacity for their production. While it is not possible to derive an over-all total for the amount of such investment, nevertheless, such expansion would provide some offset to declines which may occur elsewhere in the economy.

It should not be implied that the sales associated with the fast-growing products represent in all cases a net addition to the total activity of the industry concerned. Some of these products are directly competitive with established products; man-made fibers are an example where not all of the sales represent a net amount of new business for the textile industry as a whole. Even in such cases the devalopment of new products leads to additional investment in plant and equipment. On the other hand, many new products marketed in recent years are not directly competitive with old-established ones and hence provide a net addition,

## Illustrations of Rapid Growth

In view of the divergent characteristics of growth industries, it is of interest to examine a few cases briefly to bring out the nature of the expansion and the problems involved.

Table 1.—Production Trends of Selected Industries and Products in the Period 1940 to 1951

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## Chemicals generally rapidly growing

The output of the chemical industry has risen continuously since the early twenties. Since 1929 production has grown at an average rate of 10 percent a year. The only significant exception to the upward trend was from 1930 to 1932, and even then the decline was much less than in other segments, and the recovery more rapid. Its greatest period of expansion occurred during and following the last war when the special demands called for the development of entirely new products and greatly increased output of regular line items. These favorable trends are still continuing.

Both of the major segments of the chemical industry—organic and inorganic chemicals—have participated in the rapid expansion of output in the past 25 years. The organic group, where the development of new products has been especially noteworthy, has shown a rate of growth of output of 12 percent a year, as compared with 6 percent for inorganics.

Much of the growth of the industry has been due to the development of new products, such as plastics, synthetic fibers, detergents, and antibiotics. Many well-established basic chemicals, including sulphur, phosphates, and acide, have also expanded but at a slower rate than the new lines. Because in many cases new chemicals were cheaper, or more suitable, or of better quality, they have replaced other products in many manufacturing processes. Plastics, for example, are now being used as an alternative to metals and wood in many items. Synthetic fibers—first rayon and acetate and more recently nylon, orlon, dacron, dynel, and vicara, and others which had barely dented the textile market a decade ago—are now supplementing the natural fibers.

These dynamic developments are being accompanied by large expansion programs to increase the capacity to produce various types of chemicals. Expansion goals have been announced by the Defense Production Administration for 43 important chemical materials. The total capital expansion program scheduled for completion within the next several years is expected to increase the output of the industry by more than 50 percent over that of the early part of 1951.

## Electric power also growing rapidly

Electric power output has been growing three times as fast as the average for all industries, or close to 10 percent annually since 1900. This is a case where the growth has been persistent. Since 1940 it has been stimulated by the rapid growth of atomic energy and the marked expansion of aluminum production, both requiring large amounts of electric power.

Keeping pace with the strong demand for power is the capital investment in new plant and equipment. Since the end of the war, private utility companies have spent more than \$10 billion for the construction of new facilities. Present plans call for an additional expenditure of \$8 billion to boost 1954 generating capacity by nearly a third over 1951.

## Air transportation

Although smail, the air transportation industry has grown at an average annual rate of nearly 25 percent per year in the past decade. Accompanying this growth has been the expansion of operating facilities of the scheduled airlines. In a recent report the Civil Aeronautics Administration estimated that airline passenger traffic will reach 40 million airline passengers by 1960, or about two-thirds again as large as the 1952 volume. This in turn will involve the construction of additional planes and airports and will provide air service to an increasing number of communities.

## Varying patterns in the textile industry

In contrast to the foregoing industries which have shown general growth in total and in the most of their segments the textile industry illustrates the case where total production has been relatively stable but important new segments within the industry have grown rapidly. These new segments comprise the man-made fibers which compete directly with cotton (still by far the largest in volume), wool, and silk. As a result, consumption of the last three fibers has declined relative to the total.

In the postwar years total fiber consumption has been maintained largely as a result of the expansion in the use of the synthetic fibers. These now account for more than a fifth of total consumption.

## Strong demand for new household durables

Included in the table of fast-growing industries are fifteen household durable goods. Some of these—washing machines, electric ranges, water heaters, and oil burners—were well, established lines before World War II. Others were introduced just prior to the war when production was discontinued, so that all of their growth occurred in the postwar years.

Heading the list of fast-growing household durables is television. This industry accounted for nearly two-fifths of the factory value of shipments in 1951 for the household durables included in the table. The prospects for a continued high growth rate are clearly indicated when it is realized that the 108 sending stations now in operation serve only about one-half of the Nation's total population. The lifting of the television station freeze by the Federal Communications Commission in April 1952 will clear the way for the eventual construction of many new stations which will ultimately make television programs available on a Nation-wide basis.

Part of the high demand for household equipment is, of a course, attributable to the high level of construction since the war. Warm-air furnaces and some other types of household equipment have thus been influenced by this factor as well as by the rising purchasing power which was a major factor in the increase in the general line of consumers' durable goods.